

APPENDIX 1

EFFECT OF APPLICATION & INFLATIONARY FUEL COST ON LIFECYCLE COST

The tables and chart below provide a comparison of the cost considerations between a conventionally fueled GMC Sierra and a GMC Sierra Hybrid. Fuel consumption is substantially less with the hybrid and, depending on the application, may make up the difference in acquisition and maintenance cost. The acquisition cost of the hybrid is \$14,750 more than the conventionally fueled truck; however there is a \$4,800 savings in resale. Maintenance and repair cost is \$ 175 higher on the hybrid.

Table 1 Primarily Highway Application

1/2 Ton Trucks Driven 75% Highway	Acquisition Cost	Projected Resale	Maintenance and Repair	CITY MPG	HWY MPG	Total Fuel	Fuel Cost @ \$ 4.20	Fuel Cost @ 120 %	Fuel Cost @ 140 %	CO2 in Tons	TCO Current	TCO 120%	TCO 140%
Sierra Hybrid	\$ 36,750	\$14,000	\$7,475	21	22	4,600	\$19,318	\$23,182	\$27,045	45.45	\$49,543	\$53,406	\$57,270
Sierra V8	\$ 22,000	\$9,200	\$7,300	14	19	5,733	\$24,079	\$28,895	\$33,711	56.64	\$44,179	\$48,995	\$53,811

The Total Cost of Ownership (TCO), when using current fuel cost, favors the conventionally fueled truck by over \$ 5,000 when primarily operated on the highway. That cost difference is reduced to \$ 1,871 when the application is primarily city. TCO, when using a fuel cost inflated to 120% of current cost, brings the city application cost within \$200.00, and a 140% inflationary factor makes the hybrid truck less costly when considering all ownership costs.

Table 2 Primarily City (Stop-and-Go) Application

1/2 Ton Trucks Driven 75% City	Acquisition Cost	Projected Resale	Maintenance and Repair	CITY MPG	HWY MPG	Total Fuel	Fuel Cost @ \$ 4.20	Fuel Cost @ 120 %	Fuel Cost @ 140 %	CO2 in Tons	TCO Current	TCO 120%	TCO 140%
Sierra Hybrid	\$ 36,750	\$14,000	\$7,475	21	22	4,708	\$19,773	\$23,727	\$27,682	46.51	\$49,997	\$53,952	\$57,906
Sierra V8	\$ 22,000	\$9,200	\$7,300	14	19	6,673	\$28,026	\$33,632	\$39,237	65.93	\$48,126	\$53,732	\$59,337

The following graph provides a visual chart of comparisons.

